

Message Text

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ACTION EA-07

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /015 W

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R 180050Z APR 74

FM AMCONSUL NAHA

TO USDOC, WASH, D.C.

INFO SECSTATE WASHDC 1360

AMEMBASSY, TOKYO 785

UNCLAS NAHA 00163

E.O. 11652 N.A.

TAGS: BEXP, BFOL, JA

SUBJ: BUSINESS VISITOR: NAKAMURA AND KINJO OF NAKAMURA MARINE

REF: NAHE A-33, OCT 26, 1973, STATE A-1846, MAR 6, 1974

DOC PLS PASS NEW YORK, MIAMI, LOS ANGELES, HONOLULU DISTRICT
OFFICES.

1. VISTORS: MR. MASAYOSHI NAKAMURA, PRESIDENT, AND MR.
HIDETARO KINJO, VICE PRESIDENT, NAKAMURA MARINE CO., LTD.

2. IMPORT AND SALES OF PLEASURE BOATS, RELATED GEAR,
MARINE LEISURE ITEMS INTO OKINAWA AND JAPAN. DEVELOPMENT
OF MARINAS IN OKINAWA. PURPOSE OF VISIT: MEET WITH
PROSPECTIVE U.S. SUPPLIERS OF BOATS AND RELATED GEAR.

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DISCUSS PLANNING, DESIGN, FINANCING, AND MANAGEMENT OF
MARINAS, SEEK PARTNER FOR JOINT VENTURE IN MARINA
DEVELOPMENT.

3. REPRESENTS GLASTRON AND LARSON BOATS IN JAPAN, ALSO
COLEMAN BOATING AND CAMPING EQUIPMENT.

4. NEW YORK, JFK AIRPORT, TWA FLT.NO. 901 FROM MADRID, ETA
APRIL 22, 1335 HOURS. (DATE & PLACE OF ARRIVAL).

5. ITINERARY: NEW YORK, 22 TO 24 APRIL, HOLIDAY INN
COLISEUM, TEL. 581-8100, INDIANAPOLIS, APRIL 24 TO 25, HOTEL
UNKNOWN, ST. LOUIS, APRIL 25, WICHITA, APRIL 25, DALLAS, APRIL 25,
MIAMI, APRIL 25 TO 27, HOLIDAY INN CIVIC CENTER, TEL.
759-1561, NEW ORLEANS, APRIL 27 TO 28, HOLIDAY INN FRENCH
QUARTER, TEL.529-7211, HOUSTON, APRIL 28, AUSTIN, APRIL
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28 TO 29, HOLIDAY INN SOUTH, TEL.472-8211, LOS ANGELES,

APRIL 29 TO MAY 1, HOLIDAY INN CONVENTION CENTER, TEL.
748-1291, SAN FRANCISCO, MAY 1 TO 3, HOLIDAY INN FISHERMAN'S
WHARF, TEL. 771-9000, HONOLULU, MAY 3 TO 5, HOLIDAY INN
WAIKIKI BEACH, TEL. 922-2511.
6. MR. KINJO SPEAKS ENGLISH. NAKAMURA DOES NOT.

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7. SPECIFIC SERVICES REQUESTED AND BACKGROUND INFO:
NEW YORK: CONTACT KINJO AT HOLIDAY INN COLISEUM AND ASK
IF HE NEEDS DOC ASSISTANCE IN CONFIRMING APPOINTMENTS HE
HAS ALREADY MADE, EXPLAIN ASSISTANCE FROM DOC IN MIAMI,
LOS ANGELES, AND HONOLULU AS FOLLOWS. MIAMI: ASSIST
IN ARRANGING APPOINTMENT WITH RICHARD BERTRAM, BERTRAM
INTERNATION, 3660 N.W. 21ST STREET. LOS ANGELES:
APPOINTMENT WITH THOMAS COLLIER, THOMAS COLLIER & ASSOCIATES,
10889 WILSHIRE BLVD., TEL. 477-5515, APPOINTMENT
WITH ROBERT D. NICHOL, MOFFAT & NICHOL, 250 WEST WARDLOW,
LONG BEACH, TEL. 774-9411, APPOINTMENT WITH EXPORT SALES
MANAGER, WHITTAKER CORP, 10880 WILSHIRE, TEL. 475-9411,
ALL ON APRIL 30. HONOLULU: IN NEW YORK CONTACT INDICATES
TIME AVAILABLE, ARRANGE FISHING TRIP ABOARD BART MILLER'S
BERTRAM (CONTACT THROUGH HNL INTERNATL BILLFISHING
TOURNAMENT ASSOCIATION). MILLER OPERATES OUT OF BIG ISLAND
OF HAWAII. BACKGROUND INFO: NAKAMURA MARINE HAS LINED
UP DEALERS IN FUKUOKA, OSAKA, NAGOY, AND TOKYO TO HANDLE
U.S.- MADE BOATS EXPORTED ON THE QTE HORIZONTAL UNQTE
SYSTEM, RATHER THAN THE QTE VERTICAL UNQTE SYSTEM WHICH

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GOES THROUGH THE MAJOR TRADING COMPANIES AND SEVERAL
MIDDLEMEN BEFORE REACHING THE CONSUMER. MAJOR PURPOSE OF
TRIP TO CONTACT PROSPECTIVE U.S. SUPPLIERS WITH WHOM NAKAMURA
MARINE HAS ALREADY BEEN IN CONTACT. SECONDARY PURPOSE
TO DISCUSS PLANNING, DESIGN, MANAGEMENT, AND FINANCING OF
1,000 BOAT MARINA ON 40-ACRE SITE ON WHICH THEY HAVE ALREADY
MADE EARNEST MONEY PAYMENT. THEY WANT TO SET UP JOINT
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VENTURE WITH AN AMERICAN FIRM WHICH CAN PROVIDE PLANING
AND MANAGEMENT EXPERTISE, TOGETHER WITH SOME CAPIAL,
FOR \$3.5 MILLION PROJECT.
IF PRELIMINARY TALKS GO WELL, THEY PLAN TO RETURN IN JUNE
WITH DETAILED PROPOSAL.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 APR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974NAHA00163
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740089-0722
From: NAHA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740433/aaaabdgj.tel
Line Count: 113
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: NAHE A-33, OCT 26, 1973, STATE A-184, 6, MAR 6, 1974
Review Action: RELEASED, APPROVED
Review Authority: kellerpr
Review Comment: n/a
Review Content Flags:
Review Date: 05 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05 SEP 2002 by BryanSD>; APPROVED <27 DEC 2002 by kellerpr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BUSINESS VISITOR: NAKAMURA AND KINJO OF NAKAMURA MARINE
TAGS: BEXP, BFOL, JA
To: n/a
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005